

Monday night 10pm 24th '55

Dearest Henri,

Rcvd word of wire, thanks, completely recovered.

Saw Hashimoto today to work on 20 numbers for retail store yukata & bricgarments, one short coolie coat and one long mandarin...finger tip. Cost of making, \$125.00 each, plus cost of material at ¥75.00/yd. ¥125 each for making is not much, and am wondering how good or bad the work will be. Sample was excellent. Short one, can retail at \$5.95 and long one at \$7.50 like former stock from Hirano some time ago, only my style is slimmer on the 3/4 length, and could possibly be forerunner to spring number. Finish in wk-10 days. Source of work: Mitsumaru Trading co. Yokohama. Henceforth if doing fresh work, can contact direct and get ex-godown price Yokohama, from where FOB price is only matter of 1%, if already export-packed. K-chan went also, so can do all the shipping. Anything Hashimoto can do, he can do, except for rubber goods.

TANSU

Saw Tansu hardware maker yesterday, Sunday, and he is supplier thru Kato Seifu of the first ones sent us when we got some from the time Bill Brewer helped us choose. From which the corner pieces and some handles were sold early in the game. Methinks we should widely publicize the fact they are available thru us, make a good mark-up and we can sell a great deal. People are willing to wait for things like these, not breakable, no competition, compact, and a pretty good item for mark-up.

Saw Chie Miyagi today who said except for physical check up results, it's all OK for visa and passport. She'll come to us, live at Arguello, thereby teaching our children good Japanese, help at the office or home, either way, go to State College on 19th ave. She'll pay me passage first in Yen, we'll buy her ticket with US currency. You will like her for she is sweet and easy to get along with but with convictions she will taste.

Re: enclosed letter: Morioka...very phoney financial report in which we end up owing him!

Re: Makidani letter.....please pay careful attention and ANSWER YOUR CORRESPONDENCE!!!

1000

Re: Takumi ....seeing them again tomorrow, but they (Okina) now knows we don't like their selling to Taiheiyo Boeki Marunouchi Bldg office of Davis St. Pac. Trading Co's Mr. Ito the Takumi things to Honnami... & Takumi says if we take in our retail store small number of items usually the type taken in small quantities by Honnami they are willing that they not sell to Honnami. Told them about the 5 stores in the Post-Bushanan sector & Honnami's small purchase shoots our store to hell bec. of small mark-up VS our normal mark-up. Acc. to Takumi Stephens-Nelson an TTCO are the 2 best customers they wish to keep, so they will probably listen to us. We should agree on getting things in small # for retail what we can't carry in whsle, & continue the character of retail. If we reject it, they can present the item to others, now about that? Re: Calendars, Stephens-Nelson had agreement, took 1,000 pcs, pay Y700 against our Y680 bec. of quantity. I. Magnin's paper prob. from them in NY. Only flat sheets going there acc. to written agreement. Made-up things go to TTCO of which cost of paper is negligible part of materials or cost bec. of relatively small amt needed for each item; whereas as sheets, they are very expensive. This July latest shipment went to NY; some new patterns; larger geometric designs, some pictorials...acc to Okina. Tomorrow I'll ask to see them. Encl. folder of Takumi's cost them in lots of 5,000 pcs Y27 each to print.

Re: TANZEN COAT....SENDING 500 pcs 1/2 cotton; 1/2 surfu; @ \$1.14 asst fob



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Dearest Henri, Rcvd word of wire, thanks, completely recovered.

Jim

Kamei and Co. Yokohama; shipping November 20th; space reserved on ship. Improvement on materials, for Nanri was sending 100% sufu (spun rayon) whereas this shipment is 50% rayon and 50% cotton; that is sufu and cotton. Declare whichever is cheaper duty. Therefore please advise by return mail to Kamei and Company, Yamashita Cho, Yokohama, Attn: Mr. Hiramine, how you want declaration made out.

Kamei & company can no doubt send for \$0.79 each tanzen of the type Nanri made and sent to us. K-chan figured it out himself, too, and can do the same. But it is now hard to find enough stock from various warehouse dealers of that type of materials this time of year to fill order of that size. Hashimoto's quotation is no good because he requires 2 months for the yarn must be dyed and then woven before he can have the goods made up, and then it means we can have only one or two at most, designs of our choice, naturally, when the warpi is set up and stripes woven. Naturally we can have anything we want woven, but our choice is limited too, because it would be special order, you see the point? Advantage and then not so.

You wanted right away so Kamei was the best bet. But in future, if you want any Japanese type thing at all, we can have made up in Tokyo by Daiichi Iryoo whom K-chan contacted. They are makers of made-up Japanese clothes usually sold by the department stores, and want to be paid for the making.

They don't care whether we buy the goods from them or not, so it makes it very easy to figure. They have ready-made child's o-chan-kan-ko and the cheapest sell at only Y150 each made up, which Jiro Iwai has in his baggage... sample of 10 asst. one each kind. Can do quilted kimono of any type of any material... may be good to deal through people like this, then we don't pay any advance money, for these people are so big they can make their own contacts prepare the fabrics... or if a special type of thing, they need an advance, because if we don't take it, they can't sell to the stores in city.

I have made very thorough survey and think I know the situation as it exists. I have contacted enough makers so that whether it be western style clothes, Japanese, handsewn or machine sewn, we can have them made up, and Kamei or K-chan can do the quality control. All that remains is our styling, grading and details. WE MUST PAY KAMEI & COMPANY FOR 500 PIECES TANZEN JI COATS. ADVISE WHETHER I SHOULD PAY BY CHECK OR YOU WILL ADVANCE L/C IMMEDIATELY.

I don't like to think that K-chan is going to compete with Hashimoto but it will eventually, if not pretty quickly, come to that. K-chan can do anything Hashimoto can do, and the makers like K-chan very much for he is friendly & tells them frankly "shiranai kara oshiete kudasai-yo..." & naturally that melts them, and they take care of him, come see him, favor him; whereas they are cautious of Kurokawa & Hashimoto. Nanri, because they don't want big co. to take advantage, Hashimoto, because he is formal & cold.

Re: Rubber slippers of sponge sole and velvet thongs, Karen wrote about, K-chan can do this, which would save us commission to Hashimoto, but the circle of rubber slipper people is so small, it would soon be known, and seems unethical right now. My own slippers sent me by Bill from LA are just simply wonderful to wear, and look pretty, too, very comfortable. Think I have done enough underground work for good foundation so can carry on from US if I don't get embroiled in retail store. Trying to get passage on JAL lv. 29th Sat arr SUNDAY AM. Had a date with JAL Yoshida tonight. Dinner with Ken Kato last night. Love

THANK

Handwritten note

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